

Message Text

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ACTION EUR-12

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 361

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AMEMBASSY BONN

LIMITED OFFICIAL USE MOSCOW 2811

USDOC FOR BEWT/TDAD

E.O. 11652: N/A

TAGS: ETRD, EEWT, WG, UR

SUBJECT: FRG-SOVIET CONTRACT FOR CONSTRUCTION OF MOSCOW HOTEL

1. FRG COMMERCIAL COUNSELOR JOHNE ADVISED COMMATT FEBRUARY 24 THAT HE HAD JUST LEARNED THAT FRG ORGANIZATION "NEUE HEIMAT" HAD SIGNED CONTRACT FOR CONSTRUCTION OF 6,000 BED HOTEL IN MOSCOW. JOHNE SAID HE HAD BEEN SURPRISED AT SIZE OF HOTEL, WHICH IS APPROXIMATELY EQUAL TO MOSCOW'S GARGANTUAN HOTEL ROSSIYA, BUT HE HAD CHECKED THIS FIGURE AND FOUND IT WAS CORRECT. JOHNE HAD NO DETAILS ON COST OF PROJECT AND FINANCIAL ARRANGEMENTS.

2. COMMENT: COMMERCIAL OFFICE UNDERSTANDS THAT "NEUE HEIMAT" IS CONSTRUCTION ARM OF MAJOR FRG TRADE UNION ORGANIZATION DGB. PERHAPS EMBASSY BONN CAN OBTAIN ADDITIONAL INFORMATION FROM DGB. AUSTRIAN EMBASSY COMMOFF RECENTLY INFORMED COMMATT THAT NEGOTIATIONS BETWEEN SOVIET FOREIGN TRADE ORGANIZATION SOYUZVNESHSTROYIMPORT AND AUSTRIAN COMPANIES ON HOTEL PROJECTS BROKE DOWN ON QUESTION OF PRICE, WITH AUSTRIANS DEMANDING PRICE OF EQUIVALENT OF 53,000 RUBLES PER BED AND SOVIETS OFFERING MAXIMUM OF 30,000 PER BED. IF PROJECTED TO REPORTED "NEUE HEIMAT" DEAL, THESE PRICES WOULD GIVE TOTAL MINIMUM VALUE OF 180,000,000 RUBLES FOR CONTRACT.
STOESSEL

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Margaret P. Grafeld
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